

# AMERICAN NURSERYMAN

The National Journal Of Commercial Horticulture



Circulating Throughout the United States, Canada and Abroad, Featuring Commercial Horticulture in all its Phases of Nursery Stock, Orchard, Landscape Planting, Distribution. Published Semi-Monthly by American Fruits Publishing Company, Inc.



Vol. XXVII

ROCHESTER, N. Y., MAY 15, 1918

No. 10

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## A Complete Variety List

—OF—

ORNAMENTALS, FRUITS, EVERGREENS  
ROSES

CLEMATIS and HERBACEOUS PLANTS

FOR

NURSERYMEN      ORCHARDISTS  
DEALERS          GARDENERS  
LANDSCAPE ARCHITECTS

Lowest Prices Consistent With Quality

Our office and nurseries are situated on  
the Rochester and Eastern R. R. only  
one and one-half hours from Rochester.

### W. & T. SMITH COMPANY

THE GENEVA NURSERY

1000 Acres      GENEVA, N. Y.      70 Years

We are subscribers to the Nurserymen's  
Market Development Fund.

## FOR FALL 1918

Ornamentals, Shade Trees  
Evergreens, Perennials  
Fruits, etc.

A LARGE STOCK OF THE FOLLOWING

Cherry Trees,      -      -      -      2 yr.  
Apple Trees,      -      -      -      2 and 3 yr.  
Peach Trees,      -      -      -      1 yr.  
Norway Maple                     up to 2 in.  
American Elm                     all sizes

Write for special prices on car lots

### C. M. HOBBS & SONS

BRIDGEPORT,

IND.

The  
Preferred  
Stock

## BULLETIN NO. 7

Containing New Cellar Counts, was mailed MAY 4th  
**DID YOU RECEIVE IT?**

Stock is still dormant and in fine condition. Can be shipped on  
an hour notice. Good assortment still to offer

## ARE YOU PROVIDED FOR THE FUTURE? ROSES

Are likely to be scarce next season, but if you plant now some of our  
thrifty, vigorous roses from 2 1/2 inch pots and give them reasonably good  
soil and cultivation, they will be fit to use in your orders next fall and  
spring.

RAMBLERS and CLIMBERS, from 2 1/2 in. Pots for  
**IMMEDIATE SHIPMENT**

	Per 100	Per 1000
American Pillar, rosy pink	\$4.00	\$35.00
Aviator Brierly, saffron yellow	5.00	40.00
Baltimore Belle, bluish white	4.00	30.00
Climbing American Beauty, red	4.00	30.00
Crimson Rambler, deep crimson	4.00	30.00
Dorothy Perkins, pink	4.00	30.00
Dr. Van Fleet, flesh pink	6.00	50.00
Excelsa, (Red Dorothy Perkins)	4.00	30.00
Goldfinch, yellowish	4.00	30.00
Hinwatha, single red	4.00	30.00
Lady Gay, pink	4.00	30.00
Oriole, yellowish	4.00	30.00
Philadelphia, crimson	4.00	30.00
Silver Moon, silvery white	6.00	50.00
Sodania, bright carmine	4.00	30.00
Source d' Or, yellow	4.50	35.00
Tausendschon, white to pink	5.00	40.00
Trier, creamy white, edged fawn	4.00	30.00
Vellchenblau, violet blue	4.00	30.00
White Dorothy Perkins, white	4.00	30.00

5% Discount for 5,000 Plants; 10% Discount for 10,000 Plants.

## JACKSON & PERKINS CO.

NEWARK

NEW YORK

The  
Preferred  
Stock

Subscribers to Nurserymen's Fund  
for Market Development

The  
Preferred  
Stock

# Apple Seedlings

A surplus in all grades. Grown on new land. Strong,  
healthy stocks that will please

## Apple Grafts

Made to order, Satisfaction guaranteed. If short of  
labor, let us make your grafts for you

**A complete line of nursery  
stock for the wholesale trade**  
**Elm, American White, in car  
lots**

**Always pleased to quote prices**

**Ask for Winter Trade List**

## Mount Arbor Nurseries

E. S. WELCH, Pres.

SHENANDOAH,

IOWA

We are subscribers to the Nurserymen's  
Market Development Fund.

# ANNUAL CONVENTION AMERICAN ASSOCIATION NURSERYMEN

June 26-28, 1918 At Hotel Sherman, Chicago, Ill

## PROGRAM

WEDNESDAY, JUNE 26, 1918

10:00 a. m.

Call to order by Vice-President.

Song—"America."

Invocation—Rev. C. S. Harrison, York,  
Nebr.

"The Glad Hand"—George M. Spangler,  
Jr., Association of Commerce, Chicago, Ill.  
"A Message"—Major Lloyd C. Stark.

Reports of Committees:

Arbitration—W. C. Reed, Chairman.

Arboretum—J. Edward Moon, Chairman.

Complaints and Grievances—W. H. Wy-  
man, Chairman.

Distribution and Directory—M. Cash-  
man, Chairman.

French Relief—F. L. Atkins, Chairman.

Hail Insurance—Frank Weber, Chair-  
man.

Landscape—Thomas B. Meehan, Chair-  
man.

Nomenclature—J. Horace McFarland,  
Chairman.

Press—Robert Plye, Chairman.

Statistical—Henry B. Chase, Chairman.

Tariff—Irving Rouse, Chairman.

Transportation—Chas. Sizemore, Chair-  
man.

Vigilance—Paul C. Stark, Chairman.

"Banish the Barberry and Save the  
Wheat"—Dr. E. C. Stakman, St. Paul, Minn.,  
Chairman Barberry Eradication Committee,  
U. S. Dept. of Agriculture.

Appointment of Committees.

Announcement of Entertainment Commit-  
tee, E. S. Welch, Chairman.

Adjournment.

1:45 p. m. (Executive Session).

Song—"Star Spangled Banner."

Report of Secretary-Counsel—Curtis Nye

Report of Treasurer—J. W. Hill.

Address—"Marketing Methods" (30 min-  
utes)—L. D. H. Weld, Mgr. Commercial Re-  
search Dept., Swift & Co., Chicago, Ill.

Special Order of Business.

Resolution and Amendment to Constitu-  
tion.

(Note—That ample time be allowed for  
a full and free discussion of this most im-  
portant matter, no additional topics are  
scheduled for this session.—Program Com-  
mittee).

Announcement of meeting of State Vice-  
Presidents.

Adjournment.

7:30 p. m. Meeting of State Vice-Presi-  
dents.

8:30 p. m. Reception and Get-Acquainted  
banquet.

THURSDAY, JUNE 27, 1918

10:00 a. m.

Song—"Where Do We Go From Here,  
Boys?"

"Market Development"—Report of Temp-  
orary Committee.

(A matter of the utmost importance to the  
future of the nursery industry—plenty of  
time will be given for full discussion).

Report of Publicity Committee—F. L. At-  
kins, Chairman.

The Booklet "Home Grounds"—From the  
Publisher's Viewpoint—J. Horace McFar-  
land; From the User's Viewpoint, O. Joe  
Howard, Secretary Van Lindley Nursery Co.,  
Pomona, N. C.

"Costs, Profits and Income Tax"—Alvin  
E. Nelson, Swain Nelson & Sons Co., Chi-

cago, Ill. Discussed by Arthur H. Hill and  
Guy A. Bryant.

Report of State Vice-Presidents and Elec-  
tion of Officers.

Adjournment.

1:45 p. m.

Song—"Over There."

"Personal Experiences in the Trenches"—  
Officer from British Recruiting Station, Chi-  
cago, Ill.

"Fuel Conservation"—Mr. Osborn Monnet,  
U. S. Fuel Administration.

"War Times and the Nursery Business."  
Four-Minute talks by E. C. Hilborn, North  
Dakota; Windsor H. Wyman, Massachusetts;  
R. D. Underwood, Minnesota; J. R. Mayhew,  
Texas.

Adjournment.

THURSDAY EVENING

Meeting of American Nurserymen's Pro-  
tective Association—Thomas B. Meehan,  
Secretary.

Meeting of Retail Nurserymen's Protec-  
tive Association—Guy A. Bryant, Secretary.

FRIDAY, JUNE 23, 1918

10:00 a. m.

"Standardizing the Bunching of Nursery  
Stock"—E. P. Bernadin, Parsons, Kansas.

"The Retail Salesman"—E. H. Smith, Sec-  
retary Harrison Nursery Co., York, Nebr.

Final Report of Committees.

Resolutions.

Unfinished Business.

Song—"America."

Adjournment.

ENTERTAINMENT

In the opinion of the Entertainment Com-  
mittee the time has come for the American

(Continued on Page 189)



# American Nurseryman

## The National Journal Of Commercial Horticulture

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Vol XXVII

ROCHESTER, N. Y., MAY 15, 1918

No. 10

### CONSERVATIVE ACTION PROBABLE ON THE IMPORT QUESTION

**T**HAT there is lack of information on the above subject is shown by the remarks of nurserymen who should be in a position to know the facts. Having in mind the formal hearing before the Federal Horticultural Board in Washington this month, they are talking of the probability that the Federal authorities will decide to shut out peremptorily all French seedlings, for instance, and not only deprive French nurserymen of a great market but American nurserymen of what they apparently must have in the absence of a substitute. For the most part it is growers of ornamental stock exclusively or mainly who speak thus. Nurserymen who grow fruit stocks are not able to look so calmly upon a proposition which would practically wipe out, for a time at least, their business; for a workable substitute for the French fruit seedlings has not been found.

It is true that, in the announcements of the hearing in Washington which have been sent out, stress is laid on the great damage caused by pests said to be imported on nursery stock and the danger of marked increase of such pests, accompanied with the significant remark that something must be done in the matter.

But, as a matter of fact, the Federal Horticultural Board has no intention of putting out of business any considerable portion of the nurserymen of the country. Well in advance of this hearing it has been conducting an investigation of conditions confronting the trade, taking into consideration the effect which radical action would have. It has become convinced that it is not at present practicable to produce satisfactory seedlings in this country to take the place of those imported from Eastern Europe; and it realizes that seedlings like those which nurserymen have long been using must be provided. This information the board has obtained at first hand and upon its own initiative. It is a mark of intelligent consideration which the Nursery Trade should appreciate.

It is probable that the hearing in Washington this month will result in action on the part of the Federal authorities looking toward great restrictions if not complete shutting out of nursery stock from the Far East; restriction or new methods of fumigation for balled nursery stock from Eastern Europe, and postponement of radical action in regard to fruit tree seedlings and Manetti stock from Eastern European points, with a recommendation that every effort be made to determine on a broad scale whether such

seedlings can be produced in any part of this country.

And right here is a point which will be made by Chairman Pitkin and his committee of nurserymen at the hearing. The Government, through the Department of Agriculture, has spent and is spending millions of dollars in aiding the farmer to increase production, utilize the land, prevent waste, etc. Existing conditions show that it is time that the nurseryman should have attention along these lines. It is not practicable for nurserymen, collectively or individually, to go into the expense of such a broad investigation at this matter of fruit tree seedlings demands. The great and far-reaching machinery of the United States Department of Agriculture should be applied to this problem. Through its elaborate system of experiment stations and expert workers in every branch of horticulture the Department should make a detailed study of the subject, sending experts to France to investigate conditions of soil and climate, temperature and moisture, seeds, etc., for the purpose of determining how all those things can be duplicated in some part or parts of the great range of territory of the United States or its island possessions, extending from Porto Rico to Alaska and from Maine to California to the Hawaiian Islands and the Philippines. It would seem that somewhere in that vast domain French seedlings can be made to feel at home. If not, then let the Govern-

ment establish an experiment station in France and man it with experts who can assure the authorities that the seedlings coming over here have been grown under their constant night and day inspection and are free from destructive pests. Money is spent freely in similar lines.

So far as any action regarding nursery stock from the Orient is concerned, nurserymen have comparatively little at stake. And, as compared with fruit tree seedlings, the same may be said of balled nursery stock. As to any immediate curtailment of fruit tree seedlings from Eastern Europe, on the part of the Federal authorities, we believe nurserymen have nothing to fear.

#### To Convention Exhibitors

Chairman Alvin E. Nelson, 940 Marquette Bldg., Chicago, Ill., makes this announcement regarding exhibits at the convention of the American Association of Nurserymen, June 26-28:

"I wish to call attention again to the request of the Olsen Cartage Co. that all exhibits be marked plainly whether they are to be exhibited in the West Room of Sherman House or in the Parks. Also that all exhibits be fully prepaid and be addressed Alvin E. Nelson, Chairman of Exhibits c/o C. O. Olson Cartage Co., 525 W. Chicago Ave., Chicago. The bill of lading to be sent to their address. This is very important and as the railroads have now ruled that no shipments will be delivered to carrying companies without the bill of lading. Bills of lading should be marked "Sherman House" or "Park."

### Living Memorials For Our Soldiers

In Addition To a Star in the Service Flag Plant a Tree in a Yard and Attach a Metal Name Plate

**A** MOST appropriate suggestion is that in an editorial in the Trenton, N. J., Times, of May 10th:

#### LIVING MEMORIALS

Trenton people may well copy an excellent war memorial plan now in vogue at Newburgh, N. Y. It is described by "M. S. S.," one of the editorial writers of the Camp Dix Times, the army paper which the Trenton Times publishes for the great Wrightstown cantonment.

Citizens of Newburgh, combining with the city government there, have arranged for the purchasing, planting and labeling of a tree for every Newburgh man who has responded or who does respond to the call to the colors. The city buys the trees, mostly of the ornamental shade variety, and individuals or organizations do the planting and the marking, providing silver or other metal name-plates for the latter.

More than 1,100 trees have already been planted in this way. In some cases fraternal organizations have provided these living memorials for their drafted or enlisted members. Among the Camp Dix men honored in this way are two who left good jobs to enlist, although each is more than 40 years of age.

What better can be devised to honor men in the service? Living, lasting memorials of this kind will be of benefit to the folks at

home as well as a tribute to those who go to the front, a benefit for those who live and who may live in years to come, including the warriors who return, as well as touching monuments to any who may make the supreme sacrifice.

Trenton people, either individually or as organizations, should give thoughtful consideration to the plan for living war memorials. There are plenty of places in Trenton where trees may be planted to good advantage.

This suggestion ought to be taken up and spread throughout the country. It has every argument in its favor. It would be hard to conceive of a more beautiful or more lasting living memorial to a soldier. Men may come and go, but a noble tree bearing an appropriate name plate showing its patriotic significance would outlast many other transitory mementos.

Such a propaganda ought to appeal instantly to the popular mind and result in the planting of many thousands of trees, beautifying American communities as well as erecting living monuments.

We suggest that a considerable proportion of such trees be nut trees, still further increasing interest and attachment to them.

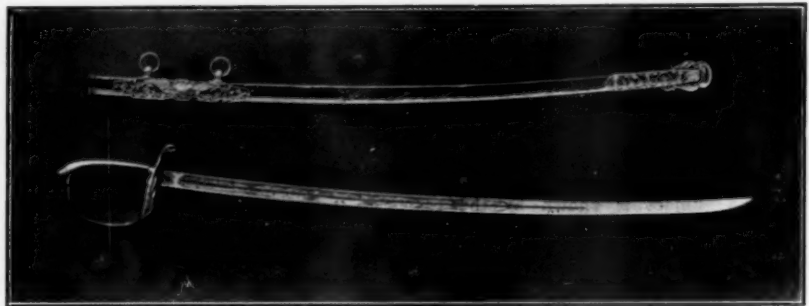
## Nurserymen's Token To President Of American Association

### A Major's Sabre For the Ranking Officer Representing the Nursery Trade In the United States Army---Major Stark's Acknowledgment

SOME TIME ago, as our readers are aware, friends of President Lloyd C. Stark in the Nursery Trade expressed a desire to recognize in some formal manner the unusual conditions which prevented so enthusiastic and earnest a worker from collaborating with his fellow members of the American Association at the very moment that he had reached the pinnacle of preferment in the national organization.

There is no precedent in the history of the Association for presenting a testimonial of any sort to any officer of the organization, but the circumstances in this case were exceptional. Major Stark had in fact not served at all as president of the Association, for, almost immediately after election to the highest honor in the gift of the trade, Major Stark enlisted, and, on account of his technical training in the Navy as an Annapolis graduate, was commissioned a captain, and a few months later received his commission as a Major, so that now Major Stark is the ranking officer representing the nurserymen in the service of the United States. As such, it occurred to a few of his personal friends that it would be very appropriate to recognize that fact and in honoring Major Stark with this sabre to honor, through him, all the patriotic young men from the nursery trade who have responded to their country's call.

The donors appointed William Pitkin, E. S. Welch and John Watson a committee to select a suitable testimonial. The committee consulted Major Stark, and he expressed a preference for a sabre, which had been suggested as peculiarly emphasizing the military idea that the donors wished to express. It was not possible for the committee personally to present the sabre, so it wrote Major Stark very informally and sent it to him. His letter acknowledging its receipt is presented herewith, being an expression addressed to all the donors and very properly printed in the *American Nurseryman*, through which medium it will reach each of the donors, Major Stark being debarred by time and circumstances from writing to each donor.



SABRE AND SCABBARD PRESENTED BY A NUMBER OF NURSERYMEN TO PRESIDENT LLOYD C. STARK OF THE AMERICAN ASSOCIATION OF NURSERYMEN, NOW MAJOR COMMANDING SECOND BATTALION, 315TH HEAVY FIELD ARTILLERY, CAMP LEE, VA., OR SOMEWHERE IN FRANCE.

Following is an alphabetical list of the donors:

F. L. Atkins,	Adolf Muller,
W. F. Bohlender,	Geo. A. Marshall,
Clifford R. Burr,	J. Edward Moon,
Horton Bowden,	Chas. J. Maloy,
L. C. Bobbink,	Ralph T. Olcott,
E. W. Chattin,	J. B. Pilkington,
Henry B. Chase,	James M. Pitkin,
Robert C. Chase,	William Pitkin,
S. W. Crowell,	John P. Rice,
John H. Dayton,	William C. Reed,
Miss E. B. Drake,	W. N. Scarff,
William Flemer,	R. A. Simpson,
Chas. E. Greening,	H. D. Simpson,
W. F. Ilgenfritz,	Theodore J. Smith,
T. I. Ilgenfritz,	V. A. Vanicek,
Harlan P. Kelsey,	John Watson,
E. J. Kyle,	Windsor H. Wyman,
Henry W. Marshall,	Edward S. Welch.
Henry T. Moon,	

The presentation sabre has hand-chased guard and pommel, hand-chased open work band and shoe, hand-engraved scabbard and silver mountings; complete with bag and case.

#### Major Stark's Acknowledgment

Headquarters 2nd Battalion,  
315th F. A., Camp Lee, Virginia.  
April 5, 1918.

My dear friends:

The sabre arrived yesterday, and in the words of our Colonel—"It's the handsomest one I ever saw." I will not try to tell you how much I treasure this splendid sabre. I shall be proud to pass it down to my children if I fall and to wear it if I survive.

Above all else I shall cherish it as a constant reminder of my dear true friends, the nurserymen, who have during these years honored me with their confidence, and genuine warm-hearted friendship. As I write this there comes into my heart a sadness at the thought that I am passing out of your midst, at least for several years, and maybe forever. These are serious days for all of us and while I am not permitted to give any information as to my time of going over, I may say that this is probably my goodbye letter to all of you—and may God bless you and yours and when victory is won bring all together once more.

During the long night watches and the hard, heart-breaking days to come I shall think of all of you. I shall know you are wishing me well, and it will help a lot. My men are the finest I ever saw—it is a great honor to command them and they are going to stand fast in front of hell itself without flinching. Already our regiment is recognized as the crack regiment of this entire camp and division. Their shooting is the brag of the whole cantonment. I had the highest record Battery in the whole U. S. Navy for two years and I have set out to have the best shooting Heavy Artillery Battalion in the U. S. Army—and we are already "on the way" to that high goal. I wish you might see them when the great artillery machine gets going. It's marvelous.

Once more I thank you more than I can say.

LLOYD C. STARK,  
Commanding 2nd Battalion, 315th F. A.

#### To Make Fruit Trees Valuable,

The executive committee of the Niagara County Farm Bureau, Lockport, N. Y., has indorsed a campaign looking towards the establishment of central packing houses in 19 loading stations of Niagara county or in as many of them as possible.

"The executive committee feels that any project looking toward the standardization of the packing of Niagara county fruit can-

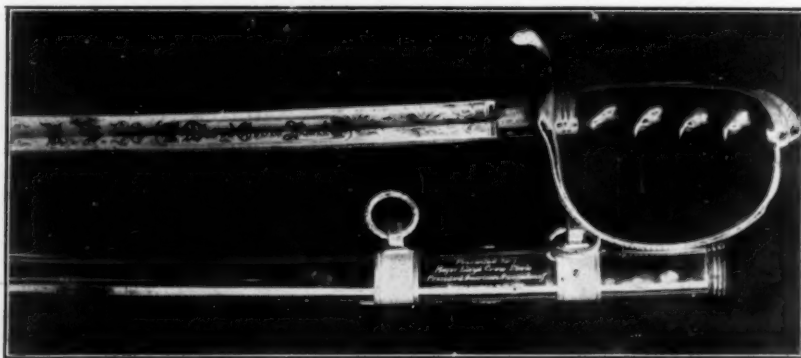
not be overemphasized," said County Farm Bureau Manager N. R. Peet. "It has come to its attention that the peaches as shipped out of Niagara county last year did not give satisfaction because of poor grading and packing. The packing of apples has in the past been done so promiscuously that an apple-grading law became necessary in order to save the industry at all, and it is a well-known fact that the apple grading

law is not accomplishing the results which were hoped for it.

"It is also true that in the years 1916 and 1917 most of the growers sold their apples ungraded. This means that we have practically legislated out of existence any confidence which the consumer might have in a barrel of apples packed New York state standard.

"Other fruit growing sections of North America have quite generally adopted the central packing house plan of grading and packing fruit as the best means of securing the confidence of the consumer. About 95 per cent. of the peaches grown in the Port Clinton district of Ohio are packed through central packing houses. Practically all of the fruit from Florida and some from Georgia is packed in this way, the idea being that not only will the disinterested person in charge of the packing house pack the fruit more nearly to a standard, but he will also pack it more uniformly."

"It will take time and possibly we will not see any results from the Market Development Plan for a year or two; but let's not pass up this opportunity."—O. JOE HOWARD, Pomona, N. C.



THE MAJOR STARK PRESENTATION SABRE SHOWING HAND-CHASED AND HAND-ENGRAVED WORK.



## Arrangement For Exhibition Space

Chicago Convention of the American Association of Nurserymen

Arrangements have been made by Alvin E. Nelson (Swain Nelson & Sons Co., 140 So. Dearborn St., Chicago) chairman of the Committee on Exhibits of the American Association of Nurserymen, for very satisfactory exhibition space for exhibits (of members only) in the Hotel Sherman, Chicago, where the annual convention occurs on June 26th-28th.

Believing that it would be of great interest to the members attending the convention to have a good exhibition of tractors and power sprayers suitable for nursery work, Mr. Nelson has conferred with the Chicago Park Board for the purpose of securing storage and spaces for exhibition and demonstrations of these implements in some one of the parks. A definite answer has not yet been received, but Mr. Nelson is convinced of his success in securing the co-operation of the Park Board.

Mr. Nelson has also provided that exhibitors may bill their exhibits transportation fully prepaid, giving liberal allowance for delays to Alvin E. Nelson, Chairman Nursery Exhibits, c/o C. O. Olson Cartage Co., 525 W. Chicago Ave., Chicago, Illinois. The Bill of Lading, upon which must be stated whether the article is for exhibition in the Sherman Hotel or in the park, must be sent to said Olson Company. Of course, all charges of the Olson Company are to be paid by the exhibitor.

If plants to be exhibited require to be kept in cold storage until the opening of the Convention, the Olson Company must be advised of such requirement.

For rates of charges for exhibition space, either for the Hotel or Park, consult Mr. Nelson, address first above given.

### THEATRE PARTY

The entertainment committee of the American Association of Nurserymen proposes a theatre party of the members and guests for Thursday evening, June 27th, the play being "Friendly Enemies" which, it is stated, received the endorsement of President Wilson and is one of the most popular plays now in Chicago.

It is necessary to secure reservations of seats three or four weeks in advance. Consequently members desiring to buy tickets should immediately send their reservations to Mrs. Clyde Leesley, 6100 W. Crawford Ave., Chicago, Ill., a member of the entertainment committee.

### Graceful and Patriotic

Earl Ferris, owner of the Earl Ferris Nurseries, of Hampton, Iowa, gave the work of the landscape department at Camp Dodge a boost by the donation of over \$1,000 worth of his best quality of nursery stock. A recent movement started at Des Moines to beautify the grounds at Camp Dodge, has received strong support from the soldiers and officers who are stationed at that camp, and quite a stock of nursery stock was purchased to be planted around the grounds. The Hampton man, however, went everybody one better by shipping down a whole carload of fine trees and shrubbery.

Mr. Ferris not only donated the stock, but a number of his workmen at the nursery donated a day's time in getting the stock ready and loading it on the cars, for shipment to Camp Dodge.

The shipment of nursery stock consisted of 2,000 White Pine trees; 1,000 barberry bushes; 800 buckthorn bushes, several hun-

dred large Carolina poplar trees, fifty hydrangea, 100 large balsam fir, 500 Austrian pine.

### Satisfactory Season In California

Editor American Nurseryman:

We are just closing our business for the season. On account of having very dry weather during the month of January and February, our business was curtailed. About the first of March we received bounteous rains, which inspired planters to go ahead with their work, and we have wound up the season very satisfactorily.

It is too early to forecast for the coming season's business, but we anticipate a general planting of all leading commercial sorts. There seems to be a good stock in the country, with the possible exception of trees on Myrobalan root; also there is a possible shortage in sight of Myrobalan seedlings for this year. If sufficient labor is obtainable during the planting season, we see no reason why the nursery business should not be paramount this coming year.

FANCHER CREEK NURSERIES.

Fresno, Cal., April 24, 1918.



MAJOR LLOYD C. STARK  
President American Assn. of Nurserymen  
Field Artillery, U. S. Army

### Wrong Association In Mind

Dear Mr. Mayhew:

In your article of recent date, May 1 issue this paper, it would seem that I failed to make my meaning entirely clear. Never did I for a moment refer to any member of the Southern Association as being opposed to the new plan, but I did refer to a certain member of the American Association, and I was trying to draw his fire. I still have hopes that he will open up before the Chicago meeting.

Respectfully,

LONG TOM FROM DIXIE.

An idea of the results which might have been expected if President Lloyd C. Stark had been able to officiate as the head of the American Association of Nurserymen may be gathered from the fact that when he was in the Navy he had the highest record battery in the whole U. S. Navy and that the results of his training of the Second Bat-

talion, 315th Field Artillery, at Camp Lee, Va., as its major, have made it in a comparatively short time the crack organization of the camp. An account of one of its practice shoots was given at page 125 of the last issue of the American Nurseryman.

### Convention Theatre Party

Regarding the entertainment proposed for one evening during the Chicago convention, Alvin E. Nelson says:

"The programme reserves Thursday evening for the meeting of the credit association as usual, but as comparatively few gentlemen attend this meeting I have noticed that with many this evening is practically wasted. We have therefore arranged for the ladies to have a theatre party on this night and as many of the gentlemen whose attendance is not needed at these meetings should join in the same. I have arranged with the management of Wood's Theatre to reserve for us all the seats we need for the evening of June 27th. The said seats will be reserved until June 1st. The play is "Friendly Enemies" which was a great success in New York and commented on so favorably by President Wilson. It is the most popular play in town and the house is usually sold out four weeks in advance. All those who wish to take advantage of this can communicate direct with the manager of Wood's Theatre, Randolph and Dearborn Sts., Chicago. The prices are for

The entire lower floor.....\$2.00  
1st three rows balcony..... 2.00  
Next five rows..... 1.50  
Next five rows..... 1.00  
to the above is to be added 10% war tax. Those desiring to secure tickets for this night, should send self-addressed stamped return envelope and the tickets will be forwarded to them. Any ticket that is not used will be returned and money refunded. Publicity of the above—especially as to getting applications for tickets in before June 1st in order to secure seats all together—should be given."

### Good Outlook For Fall

Editor American Nurseryman:

Sales this spring in volume have not been up to last year; but the number of orders is perhaps double, showing a healthy indication for fall. Apple of all kinds have cleaned up in all grades except a few Ben Davis, Gano and M. B. Twig. Peach in all commercial varieties have been far short of the demand and have entirely sold out on same. Bartlett and pear in slight surplus. Keiffer in demand and being planted again commercially.

Cherry in leading commercial varieties all sold in the two upper grades, a slight surplus in 1/2 inch grades for which we had plenty of demand last fall, but did not have time to get them dug and graded out when wanted.

Demand for fall 1918 promises better than for several years; in fact we have more cherry booked at this time than in any previous year at prices considerably in advance of a year ago.

Poor freight and express service seems to be the worst drawback this spring. Import stock five weeks from New York and not here yet with all the tracing we know how to do. It seems railroads needs a general re-organization. There seems to be a lack of co-operation and don't care attitude.

Note consolidation of the four larger express companies which should be a great help in promoting better service.

Nursery agents report sales for fall best they have ever had up to date.

Vincennes, Ind., May 5th. W. C. REED.

# AMERICAN NURSERYMAN



THE NATIONAL JOURNAL OF  
COMMERCIAL HORTICULTURE

Featuring the Nursery Trade and Planting News of American and foreign activities as they effect American conditions. Fostering individual and associated effort for the advancement of the Nursery and Planting Industry.

Absolutely independent.

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Chief International Publication of the Kind

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Advertisements should reach this office by the 12th or 27th of the month previous to the date of publication.

Drafts on New York, or postal orders, instead of checks, are requested.

ROCHESTER, N. Y., MAY 15, 1918

*Co-operation, not Competition*

## A BILLION DOLLAR INDUSTRY

THE horticultural interests of the United States comprise one of the basic industries of the country. The approximate commercial value of the product derived therefrom is fully \$1,000,000,000 annually, according to the estimate of the National Congress of Horticulture, the organization of which was brought about through the persistent efforts of the "American Nurseryman." The welfare of the whole people of the United States depends largely upon the fostering and developing of these interests.

Scientific, systematic, practical, effective and adequate endeavor to promote this industry starts in the nursery of the country which represent an investment of \$25,000,000. The activities of orchardists and landscape planters are inseparably connected with those of nurserymen and are recorded in close association in this publication.

The "American Nurseryman" represents in the highest degree every worthy movement for the development of this great field and has earned its title of THE NATIONAL JOURNAL OF COMMERCIAL HORTICULTURE.

## SOME WAR-TIME FACTS

"ALLOW me to express the appreciation of the Food Administration for the patriotic action of the nurserymen in using their influence to increase the amount of fruit produced during 1918. We consider the matter of sufficient importance to include it in our publicity matter going out to farm papers."—U. S. Food Administration, Public Information Division, per D. S. Burch.

Apples are a standard food product. Many persons think of apples as a tonic or relish used for dessert or as an appetizer. Apples rank in food value close to potatoes and higher than many vegetables. The best grade of ripe apples runs from 15 to 18% in food value, mainly sugar; thus in 12 cars of apples there would be something like two cars of sugar and other food constituents. If 1,500,000 bu. of apples going to waste annually in Iowa for instance, could be saved for food purposes, there would be conserved in this process some 12,000,000 lbs. of sugar and food constituents.

## SOME OUTSTANDING FEATURES OF THE MARKET DEVELOPMENT FUND

OUR attention has been directed to the results to date in behalf of the Market Development Fund, as shown by the list of subscribers published in the American Nurseryman. There are some remarkable features. As we have before pointed out, the showing is highly commendable in view of the fact that the Fund was started in the interim between gatherings of the national organization of nurserymen and therefore without the aid which comes from touching elbows under the spell of earnest and graphic orators; and it has been developed to its present point through the efforts of several broad-minded, far-seeing, progressive men of experience in the trade, aided very materially by other men in the trade of like characteristics in various sections of the country—and all in a period not only of great stress in world affairs, but also of the most absorbing seasonal duties of the entire year within the trade. To all who have promptly subscribed and thus by their quick action set the example and the pace, as well as to the men who dropped their own business affairs to start the ball rolling there will be lasting credit and honor.

That is one of the outstanding features of the list of subscribers as it stands on the record.

Another feature, and a surprising one, it seems to us, is that although the list shows 149 subscribers and a total of \$1,600 for five years, a grand total of more than fifty thousand dollars, with the amounts subscribed by thirty-seven firms in the Connecticut Association still to come, there is not in the list the name of a single nurseryman subscriber to the Fund from Rochester, N. Y., the center of the largest nursery section in the United States, the city directory of which shows forty nursery concerns. And this, despite the fact that in the list of subscribers to the Fund twenty-six states are represented, some by a considerable number of names and very creditable totals, and ranging from Texas to Canada and Rhode Island to California.

Connecticut leads with 37 subscribers; Pennsylvania has 16, Illinois 13, Massachusetts 10. New York state has 9 subscribers, the city of forty nurserymen not being represented at all and Dansville, N. Y., with but two subscribers, although the Dansville Board of Trade has just boasted that there are 125 nursery establishments in Dansville, including ten wholesale concerns of considerable commercial importance.

As is well said by a correspondent in another column, the Market Development Fund had been launched upon a democratic and co-operative basis. It must be carried forward on that basis in order to succeed. The statement is made that the small subscriber is entitled to as much consideration as is the large one. We think that policy has been uppermost in the minds of the Temporary Committee from the outset. It is shown in this statement to a subscriber of a small amount who expressed the regret that he was not able to subscribe a larger amount: "No apology as to the mite is necessary; the mite adds to the might of numbers; it is the spirit of co-operation which counts."

But perhaps the reference to the consideration due the small subscriber has in mind the manner in which the Fund is to be used. That, too, has been given full consideration by the Temporary Committee which has repeatedly made it plain that the Committee has nothing whatever to do with the disposition of the Fund—that being left entire-

ly to the votes of the subscribers themselves. They are the ones who will say what shall be done with the money subscribed.

Now, if there is feeling that the Temporary Committee is not fully representative of all interests in all sections, we doubt not that the members of that Committee will heartily welcome the addition of efficient workers to their number. We suggest that if this is holding anyone back from subscribing, the fact be made known at once to the end that there may be complete co-operation everywhere. A good deal of time, considerable postage and printing and a large amount of work fall to the lot of those who are earnestly seeking to establish for the Nursery Trade what has been accomplished with signally successful results in other trades. If there are nurserymen yearning to jump into this work of getting the subscriptions to the Fund recorded, let them step up and volunteer. Don't wait to be drafted. But remember, the Committee will handle no money!

So far as the Rochester nurserymen are concerned, it will probably develop that they are ultra-conservative, believing that world conditions affect conditions in this country to such an extent that the time is not ripe for the launching of an enterprise such as is contemplated by the plan. It is probable, too, that some of them at least regard national publicity for educational purposes as not applicable to the nursery business, even though it has proved successful in other cases. Indeed, some have expressed the opinion that in all or most of the cases cited of similar co-operative movements in other trades there was a single commodity to be sold. On this point we shall have something to say in the near future; but with regard to this point just now we repeat what we said in the March 1st issue of the American Nurseryman, which was in effect that the plan under consideration is not at all a proposition for co-operative selling by a circle of firms with identical interests, firms which must have standardized stocks, grades and prices. It is on the other hand a problem of propaganda—educational publicity to induce the greater use of nursery stock of all kinds, grades and prices not standardized. Apparently some missionary work is needed in Rochester.

We have heard the opinion expressed that there is little likelihood of attaining a fund of \$50,000 per year for the purpose and that anything less than this would spell failure in the undertaking of the propaganda. Well, in these times we have all seen some surprising results in the way of co-operative funds—results which would not have been regarded as practicable a few years ago. Patriotic funds for the most part, yes; but funds of other kinds too.

Let us not lose sight of the fact that the plan is not to be put into actual operation until the time for it is right. The first thing is to lay the foundation, so that valuable time may not be lost when the right moment comes.

And now the Vegetable Growers Association has started a publicity fund and has immediately subscribed \$25,000 with the prospect of doubling this amount. And theirs is not a single commodity. Right in Philadelphia—and with Therkildson boosting it, too! And engineered through the Poor Richard Club! How familiar are those names!

Say you saw it in AMERICAN NURSERYMAN



## THE ACTING PRESIDENT'S CALL TO ACTION

To the Nurserymen of America:

This early May I urge every nurseryman the country over to attend the meeting of the American Association to be held in Chicago, Sherman House, June 26-28, 1918. It matters not if you have not heretofore been a member or if you have let your membership lapse, now is the best possible time to renew your membership, and any member will be glad to present your application. Many problems which affect your business can only be solved by combined effort, and for purely selfish reasons every worthy nurseryman in America should hold membership in the American Association.

Matters of very great importance will be determined by the Chicago convention. You should have a voice in shaping the future destiny of the Association. A study of the program as prepared by Chairman Chase and his committee proves that there will be "something doing" at Chicago every minute of the time. You can't afford to miss this program.

The age of the prophets is in the past, we are told, but this may or may not be true. It does not take a prophet to see some things however, because they look us squarely in the face.

(1) **Prices of nursery products, wholesale and retail, must advance to save the business from bankruptcy.** Compared to every other commodity under the sun, nursery products are, and have always been, the cheapest, and because of increased costs in labor, lands, materials, etc., this to-day is our great problem, one which calls for the combined statesmanship of all to solve. In conversation with a leading nurseryman a few days since, he stated that it costs 100% more to produce trees in 1918 than it did in 1914. He was not far wrong.

(2) **Our future policies must be shaped to meet our changing conditions.** The world is today in the remaking. Policies which were counted dependable yesterday are to-day questionable, and to-morrow, perhaps, must be abandoned. The nursery business must be placed upon a more stable basis, we must inaugurate a system of research which will go to the very root of the matter. We must provide adequate machinery in our organization for getting at these problems and at the same time provide funds necessary to carry on the work.

(3) **The nursery business must render a higher order of service.** This is not saying, to be sure, that the character of service rendered in the past has not been acceptable. On the part of a vast majority it has been, but it can and must be improved. Our standards are not as good as they could be made. A ban must be placed on "shyster" practices in growing, grading, selling, advertising, etc., by the few, the result of which is borne by all. Every time an advertisement is printed it builds or demolishes the business. If it is 100% fact it is a power for good, first, to the concern who pays for it

and, second, to dealers in nursery products generally. If, on the other hand, it is false, it is an assassin's knife. Every case of "misbranding," every case of "under grading," each act of "unfair dealing," digs deeper the pit from which to climb. We must meet conditions as they are, call things by their true name, and, in the "name of business," demand righteousness in business.

(4) **Market development.** For many years much has been said concerning the need of a comprehensive, practical plan of publicity, a plan which would stimulate the planting of nursery products. Everybody realizes the need of market development is one of our biggest problems. A bunch of the "lives" nurserymen in American Association" got together and worked out a plan to raise \$50,000.00 per year for five years for market development. This fund is growing rapidly and the committee having the matter in charge believe the fund will be fully subscribed. The entire plan will be ably presented at the coming convention.

These are some of the questions which will engross the Chicago convention, and any phase of the many questions hinted at would demand your presence.

At Detroit in 1915, the American Association of nurserymen was re-organized. A new constitution was adopted, broad enough to do all things possible for the membership. However, as is now seen, adequate provision was not made to finance our organization. A thing which could not be foreseen in 1915 is quite apparent today. As a special order of business carried over from last convention, the resolution and amendment to constitution, as they appear in body of program, are offered for adoption by the Chicago convention, and are offered in the belief that their adoption will, (1) provide necessary funds for carrying on this great work, and, (2) to direct the Executive Committee specially in matters where the Committee might hesitate.

I earnestly hope that these questions may have your best thought, and that every nurseryman in America will realize that all this is his business and that no proxies are allowed on the floor of the convention. Let us make 1918 convention the best ever held.

Yours very truly,

J. R. MAYHEW,

Acting President.

Waxahachie, Texas, May 10, 1918.

### CONVENTION EXHIBITS

Chairman Alvin E. Nelson, of the Committee on Exhibits of the American Association of Nurserymen, announces that exhibits for the convention in Chicago next month will be staged in the West room of the Hotel Sherman, adjoining the Crystal room in which the meetings will be held. The hotel management gives the association the use of this room free of charge. Chairman Nelson has also secured from the superintendents of both Lincoln park and Garfield park on the West Side permission for parking space for the exhibition and demonstration

AMERICAN business men do not realize the value which trade journals and technical magazines may be to them in increasing efficiency of their factories and in giving them a broad and comprehensive view of their business. Our foreign competitors read almost every article published upon their business with great care and thoroughness. Many of them have duplicate copies of their favorite trade paper sent to their homes so that they may read them away from their business without being disturbed. Many foreign manufacturers contribute articles to these journals on phases of the business with which they are most familiar. Such articles are bound to be helpful and have a constructive effect.

"Our trade journals and technical papers are the best in the world and they should be encouraged and supported by our business men. Copies should be placed where employees can see them and they should be urged to read and study them. These papers are preaching the gospel of sound business on practical lines and are helpful not only to business but to the country as a whole. If the suggestions made by them in the past had been followed by our business men it would not be necessary at this time to point out some of the fundamental weaknesses in American business."—Edward N. Hurley, Chairman U. S. Shipping Board.

of tractors, power sprayers, etc., also free of charge to the association. The only expense will be the transportation of the exhibits from the railroads to the places of exhibit, and this will be done by C. O. Olson Cartage Company, 525 W. Chicago Avenue, Chicago. The cost will be charged to each exhibitor. Mr. Nelson, therefore, has not involved the association in any expense.

This condition raises the question whether there could be any charge to exhibitors for exhibition space. Some years ago, following the suggestion in the *American Nurseryman* that a small charge should be made for exhibits at the conventions to cover any expense that might be incurred by the association, the surplus if any to be turned into the treasury at revenue, such charges were established. The necessity for such charges in the case immediately at hand does not seem to exist; and since the Association expects to meet regularly in Chicago for a term of years and perhaps longer, and desires at every point to make membership in the organization of direct value to the holder, it would seem to be good policy to grant exhibition space, perhaps within certain limits, free to members. This would be an added inducement to hold membership in the Association. But a charge should be made to exhibitors who are not members, unless it is thought desirable to open exhibition space to all without charge by reason of the practical benefits therefrom to nurserymen. This would eliminate the membership inducement. We are inclined to think that exhibitors who are not members would be glad to exhibit their wares to several hundred prospective purchasers, upon the payment of reasonable cost therefor. And this cost would probably cover any minor expense which might be incurred in handling the exhibit feature generally. What is the opinion of the members?

# Propagation of Coniferous Evergreens from Cuttings

By Thomas A. McBeth, Springfield, O., before Illinois Nurserymen's Association

In presenting this paper I will give to you, to the best of my ability, the knowledge that I have been able to accumulate in some thirty odd years of practice; which has included a great many failures, and some successes.

It may be interesting to consider in the first place something of the nature of evergreens, how they differ from deciduous plants physiologically. For the sake of illustration we will compare them to the bear and the reptile. They both hibernate but in a different manner. We will let the deciduous plant be represented by the reptile, say a toad. The toad goes into winter quarters, down into the ground, or in some hole and there he stays in a state of suspended animation until the weather is warm enough to suit his purpose; in the meantime, he may be frozen stiff and, providing he is not disturbed, will come out as good as ever; being a cold blooded animal circulation is not necessary, certainly not when frozen. In the fall, after the leaves have performed their function, the deciduous plant goes into a complete state of rest and, while they all contain more or less moisture, the sap does not circulate until the weather conditions are favorable for that particular species. In the other case we will use the bear to represent the evergreen. The bear hibernates, but in a different manner. He digs a den or hunts up a cave and lines it with leaves, twigs or grass, and there passes the winter in a semi-conscious state, but unlike the toad the circulation continues, yet it does not perform the ordinary functions as in summer. Or, while the animal is active, the object of the circulation in the latter is to repair the waste and build up the body, while in the former the object is to support life at the expense of the body hence the animal comes out in the spring leaner than when he went in in the fall.

The analogy is not quite parallel. I do not want to say that the evergreen comes out in the spring less than it was in the fall. Because it holds its own, and I am not sure but if we had some way of finding out, we would find it had increased a little, I think if you will observe closely that the terminal buds, especially of the spruces and pines, have increased material-

ly between early winter and the time sap usually begins to flow in the deciduous plants.

But the evergreen is never in a complete state of rest except when frozen.

The difference between the evergreen and the deciduous plant is that the deciduous foliage comes out in the spring and performs its functions in the growing season and then falls off so that it is annually reproduced, while the evergreen leaf remains on the plant two and sometimes three or four years before they have fulfilled their mission. Now as long as the green remains in the leaf there must be a certain amount of transpiration going on, and that must be replaced. That can only be done from the sap. If you will cut a branch off of an evergreen any time, except when frozen, the sap will ooze out, and if you will dig up an evergreen any time you will find working roots which you will not find on deciduous plants in the dormant season.

This does not imply that there is a circulation of sap going on in the evergreen for the purpose of growth any more than that the circulation of blood in the bear, during hibernation, is for the building up of the body. Quite the reverse is the result in his case.

Therefore, evergreens may be cut and put in the sand any time after the wood is thoroughly ripened until it commences to grow, and, under proper conditions, will form callus, which answers the purpose of roots, and in some cases roots before growth commences.

This does not necessarily say that there is never a time when an evergreen is not practically in a dormant state.

There has been considerable controversy going on recently between the railroads and nurserymen as to whether evergreens are ever dormant or not. I am of the opinion that, from the time the wood is ripened up in the fall until growth begins in the spring, they are in a state of suspended animation (so to speak) and are dormant in the true sense of the word. That does not say that, in all cases, this is the proper time to transplant.

In the propagation of plants from cuttings, the first and most important thing to be considered is where are you going to get your cuttings. It is a good deal like our present war; we pick up a paper and someone will tell us that the war is to be won with the aeroplane; the next day someone will say food will win the war and the next will be ships, the next money, etc. The fact is they are all necessary. So you may have ever so nice cuttings but unless you have a suitable place to root them they will not amount to much. And also, you may have the finest facilities for rooting imaginable, yet, if you do not have fair cuttings, you will likely not have success. After all is said I suspect the most important factors are experience (the more the better) and close attention to detail.

(To be continued)

## A Kansas Opinion

Editor American Nurseryman:

"The action taken by the subscribers at the Chicago convention will tell very quickly whether or not the Market Development Plan is to be a success or not. Many of the subscribers will not be in attendance. As the Market Development has been worked up on a strictly democratic and co-operative basis, it must still be carried out as such and all parts of the country represented on the Permanent Committee.

"The small subscriber is entitled to as much consideration as is the large one and if this and the democratic and co-operative feature are lost sight of in the permanent committee, then the whole thing will fail, for the subscribers will not come across. Up to the present time the subscribers as published number 118, of which 63 are in what one would or might call the East and in the East I have counted Ohio, Michigan, etc., as eastern states, while the eastern men call them western, and this leaves 55 in the West. The eastern men have had more meetings where they could get hold of the nurserymen than we have in the West and so they have so far shown more subscriptions, but one must realize that the western nurserymen are the markets for the eastern nurserymen's stock. I hope there will be no partisanship in this matter.

You will note that out of all the many growers at Dansville only two have subscribed, while not one subscription has been placed so far from Rochester. This in plain English is where I stand and where I believe the majority of the subscribers stand that have so far pledged themselves.

E. P. BERNARDIN.

"We subscribed to the Market Development Fund because, seeing that other lines that advertise heavily are doing more business than the nurserymen, it made us want to be up and doing."—J. VAN LINDLEY NURSERY COMPANY.

The florists' publicity fund now amounts to nearly \$34,000 per year, most of it subscribed for a period of four years.

## WANTED

Position as Traveling Salesman

to call on the wholesale trade. Fifteen years experience in all branches. References A No. 1. Only first class proposition from reliable concern will be considered.

Address A. R., Care "American Nurseryman"

## Bailey's New Standard Cyclopedia of Horticulture

On Easy Terms. Prospectus Free  
American Fruit Pub. Co., Rochester, N. Y.

Large stock CLEMATIS PANICULATA,

2-year and 3-year

Also SHRUBS and HERBACEOUS PLANTS

T. R. NORMAN  
PAINESVILLE, O.

Prices in nursery advertisements in this publication are for nurserymen only. This does not include advertisements of books or other articles.

Say you saw it in AMERICAN NURSERYMAN

## Portland Wholesale Nursery Co.

122 1-2 Grand Ave.

PORTLAND, OREGON

## General Nursery Stock & Nursery Supplies

Apple, one year, large assortment.  
Pear, one and two year, mostly Bartlett.  
Cherry, one and two year, general assortment.  
Prune, one year, mostly Italian and French.  
Gooseberry, one and two year, Oregon Champion.  
Shade Trees in assortment.  
Roses, field grown, large assortment.

Our Trade List is now ready; a postal card will bring it

"A paper which gives the best value to the reader will give the best value to the advertiser as well. I don't think there is any argument about the soundness of this view."  
—H. Dumont, Chicago, Ill., in Printer's Ink.

## LABELS FOR NURSERYMEN

THE BENJAMIN CHASE CO.,

DERRY, N. H.



### Giving Away Fir Trees

The Helena, Montana, national forest nursery has several hundred thousand young Douglas fir trees, four years old, to give away to anyone who wants them, provided that the nursery is put to no expense by the transaction, Supervisor J. B. Seely has announced. The seedlings are at the forest nursery, seven miles northeast of Boulder.

"While the Helena forest does not intend to abandon the nursery, there is no money available for its maintenance," said Supervisor Seely. "By the time we have money to use in putting the trees into the forest, the seedlings will be too big to transplant."

The Helena forest nursery has supplied seedlings for many of the forests east of the Rockies. Various kinds of trees adapted to this climate were raised there and distributed where needed.

### An Unfounded Report

Reports have come to my attention that several nurserymen credit me with statements urging general prohibition of interstate shipment of nursery stock.

I hope there is no malicious motive in circulating such unfounded reports, for no such ideas have been proposed at any time, nor would they be given consideration by any right-minded inspector.

Only the occurrence of extremely dangerous pests in a district would warrant a prohibition of movement of affected or susceptible stock.

J. G. SANDERS,

Economic Zoologist of Penna.  
Harrisburg, Pa., May 10, 1918.

Say you saw it in AMERICAN NURSERYMAN.

### WANTED AT ONCE

Experienced Nurseryman to take full charge of our nursery. Must be competent to handle both the propagating and selling of the stock.

RHINELANDER NURSERY CO.  
Rhineland, Wis.

When writing to advertisers just mention American Nurseryman.

### 1917-1918 EDITION AMERICAN NURSERY TRADE DIRECTORY

Completely Revised Many Changes

\$1.00 per copy, postpaid  
Advertising \$2.00 per inch

AMERICAN FRUITS PUBG. COMPANY  
ROCHESTER, N. Y.

Say you saw it in AMERICAN NURSERYMAN

### Convention Program

(Continued from Page 132)

Association to adopt the plan now generally used by all Trade Associations in that each one pays his way, otherwise a considerable fund must be taken from the treasury or subscribed by local nurserymen to defray the expense of entertainment—a plan that by experience we have found to cause embarrassment, to say nothing of the burden placed on the local members. The entertainment features at Chicago will include:

Wednesday noon (12:30)—Luncheon by all ladies in attendance, at Marshall Fields & Co. (Narcissus Room), followed by a tour through that mammoth establishment under the personal conduct of trained guides. The hour of departure from Hotel Sherman, cost of luncheon, etc., will be announced by the Entertainment Committee.

Wednesday Evening, (8:30)—Reception and "Get-Acquainted" banquet—time, place and cost to be announced.

Thursday Morning (10:00)—Trip through Art Institute; 12:00, Luncheon at Art Institute Cafeteria; 1:30, Leave C. & N. W. Depot for Great Lakes Naval Training School; 8:15 p. m., Theater Party "Friendly Enemies," at Woods Theater (only one block from Hotel.)

Friday—Day left over.

### COMMITTEE COMMENT

The Program Committee, of which Henry B. Chase, Chase, Ala., is the chairman, says:

"The program this year, because of the two most important matters of Special Order of Business and Market Development, requiring as they will plenty of time for full discussion, does not contain as many papers as usual. It is the thought of the Program Committee to make the Thursday afternoon session as nearly a Patriotic Session as possible, and we are promised a good speaker from 'Over There' and we feel that this session will be especially interesting."

### Lindley Day In Greensboro

All Greensboro, N. C., is rejoicing over the gift to the city by John van Lindley, known throughout the South as a prominent nurseryman, of forty acres of land for a park, just west of the city. This is an evidence of his love for the community in which he spent the greater portion of his long and useful life. The park will bear the name of the donor. The Greensboro Daily Record of May 10th devotes nearly a page to the event and recognizes "Lindley Day In Greensboro" in a double-leaded leader editorial. Mr. Lindley is well known by the older nurserymen North and South.

E. P. BERNARDIN

### Parsons Wholesale Nurseries

Parsons, Kansas

ESTABLISHED 1870

Early Harvest & Kenoyer B. B. Fine room grown plants in quantity.

Peach and Jap Plums. For those wanting fine stock for retail trade.

Compass Cherry. Large supply of one year trees.

Shade Trees. Fine assortment, all sizes. Price right.

Fine Blooms. Ornamental Shrubs and Evergreens grown especially for Landscape work.

### EVERGREENS

ARBOR VITAE

JUNIPER

RETINOSPORA

PINES

SPRUCE

TAXUS

KALMIAS

RHODODENDRONS

Choice lot frequently transplanted

W. B. COLE

Painesville,

Ohio

### Pennant Brand Peonies

Book your order now for spring and be assured of your supply. The demand is increasing. Prepare to get your share of the profits.

SARCOXIE NURSERIES  
PEONY FIELDS

WILD BROS. NURSERY CO.  
SARCOXIE, MO.

### Cherry Trees

We offer for sale our usual supply of first-class one year, two and three year

CHERRIES

Can furnish some extra heavy trees for landscape work Both Mahaleb and Mazzard roots.

Send us a list of your wants

H. M. SIMPSON & SONS

Vincennes,

Indiana

### LINING OUT BARGAINS

	1,000 lots.	5,000 lots.
Barberry Thunbergii, 4 to 6 inches.....	\$ 6.00	\$ 5.00
Barberry Thunbergii, 6 to 12 inches.....	10.00	8.00
Forsythia assorted, 10 to 15 inches.....	10.00	8.00
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Honeysuckle assorted, 6 to 12 inches.....	10.00	
Honeysuckle assorted, 2 yr. transplanted.....	15.00	
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Privet Itoya, 6 to 12 inches.....	10.00	8.00
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Snowberry White, 12 to 18 inches.....	15.00	
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## CONTENTS

"Advent of Nuts Into the Nation's List of Staple Foods"—By Dr. J. H. Kellogg, Battle Creek, Mich.

"Pecan Growing in Georgia"—By J. W. Firor, Athens, Ga.

"Why California Should Quadruple the Nut Output"—By R. Brinsmead, Los Angeles, Cal.

"A Ton of Walnuts Per Acre"—By John B. Neff, Anaheim, Cal.

"An American Nut Survey"—By Dr. W. C. Deming, Georgetown, Conn.

"National Nut Growers' Association"—By A. S. Perry, Cuthbert, Ga.

"Northern Nut Growers' Association"—By Dr. W. C. Deming, Georgetown, Conn.

"We Should Make Our Shade Trees Feed Us"—By Dr. J. H. Kellogg, Battle Creek, Mich.

"Little Known Nuts of Great Value"—By Dr. Robert T. Morris, New York City.

"Nut Trees For a Wooded Mountain Side"—By Dr. W. C. Deming, Georgetown, Conn.

## American Fruits Publishing Company

39 State St., Rochester, N. Y.

## TRANSPORTATION ORDER

The Interstate Commerce Commission on April 26th issued the following:

It is ordered that in instances in which, under the Director-General's order No. 1, shipments have been or are sent (a) via routes over which the rates are higher than via the routes designated by the shippers, or (b) over routes not provided for in through-rate schedules, carriers participating in such transportation be, and they are hereby, authorized to adjust the charges to the basis (a) of those applicable via the route designated by the shipper, or (b) of those applicable via the route by which the shipments would ordinarily have been sent.

The Official Express Classification, marking rules, effective May 1, 1918, include the following:

(g) Nursery Stock and Trees in bundles or bales must be marked with not less than two tags, securely attached, and when in bales, shippers should place a duplicate address tag inside the bale for the purpose of identification.

## Did Not Get the Elms

The St. Paul, Minn., Dispatch on May 3rd contained this announcement:

Failure to obtain sufficient trees for street and park planting purposes may force St. Paul to enter the nursery business on a large scale.

Fred Nussbaumer, superintendent of parks, and E. L. Finney, city forester, are satisfied that a municipal nursery would solve present problems and result in a large saving to property owners.

St. Paul needs normally 1,000 elm trees to be planted for shade purposes. Few private nurseries have any such number available and because of the uncertainty of the trade are loath to enter the raising of trees on such a large scale.

## Two Bids Received

This year property owners petitioned for 2,500 trees, mostly elms, to be planted in their yards. The city advertised for trees. Two bids were received. One was for 100 trees; the other was for 500 trees. No bids were received for the planting.

"If the city is to do extensive work in tree planting it must be prepared to enter the business of raising trees," Mr. Nussbaumer said. "Already we own a municipal forest near Indian Mounds park, and I see no reason why we could not start our own nursery there, to."

## City Could Cut Cost

Prices of trees bought on the open market are uncertain with \$2 estimated on elms two inches in diameter. It is believed the city could raise them at a fraction of this cost.

The plan would be to start 1,000 trees each year. At the end of a few years that number of trees would be ready for transplanting annually. The city forester could select trees of any style desired and transplant them when necessary, doing the work by force account.

"With a municipal nursery we would have the exact type desired, the proper size and could get them when desired," Mr. Finney said. "Necessity for lengthy advertisements for bids together with rigid inspection of quality would be done away with. There would be no uncertainty with regard to prices."

Fruit trees came through the winter with but slight damage in the Bitter Root, Montana, valley and in the Flathead country, according to the State Horticulturist, A. L. Strausz, who was recently on an inspection trip. He said that the apple trees had apparently come through the winter in fine shape and with very little winter killing and that while many things might change the present outlook there was the promise of the largest apple crop that had ever been marketed in the valley.

## N. C. Natural Peach Pits

Further investigation leads us to the opinion that there will be, perhaps, half a crop of 1918 seed. At this time we have on hand some 1917 seed, which can be shipped promptly, or as soon as the Railway Company can accept same. We find that the Railway people will handle shipments to some sections, and not to others. This morning we have a letter advising us to let a shipment to Rochester, N.Y., go ahead, but holding up a shipment to a nearer by point.

We still advise that orders be placed for whatever seed that are wanted, and let them move at the earliest possible date, if you want to plant this fall. Price supplied and inquiries answered promptly.

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# THE AMERICAN Nursery Trade Bulletin

Volume IV. No. 9

WAR TIME EDITION

MAY 15, 1918

A. N. Christy and J. M. Pitkin, of Newark, N. Y., have purchased the retail nursery business of the C. H. Weeks Nursery Co. at Lyons, N. Y.

B. C. Johnson, Sterling, Colo., is establishing a thirty-acre nursery in connection with his greenhouses. He believes that fruit growing in his section of the country will become an industry of much importance and he is preparing to help make it so.

President Wilson says that measured by the man test, rather than the acre test, the American farmers are the most efficient in the world. They produce less per acre but much more per man. The man test is a better test.

We are getting from abroad much smaller quantities of citrus fruits than formerly, almost no currants, figs or raisins, and very few Almeria grapes. The result has been the exceedingly active demand for California fruits.

The peach crop will amount to little or nothing this year in most sections in New England, Indiana, Illinois, Missouri, Kentucky and Arkansas; and it has been hard hit in Ohio, Michigan, Oklahoma, Idaho and Oregon.

As announced in this journal, a hearing to consider the advisability of restricting the importations of nursery stock, because of insects and diseases, will be held in room 11, U. S. Dept. Agr., Washington, D. C., May 28 at 10 a. m. The nurserymen will be represented by William Pitkin and Secretary Smith, and perhaps others.

The work of transporting and distributing to farmers the 120,000 tons of nitrate purchased by the government for fertilizer use is proceeding as rapidly as possible, despite unavoidable transportation difficulties due to unexpected war demands for shipping, according to a statement issued by the United States Department of Agriculture.

The U. S. Bureau of Entomology is preparing to make an exhaustive survey of the oriental peach moth a destructive insect believed to have been introduced in this country from Japan. The bureau will concentrate its inspection work in Virginia, Maryland, West Virginia, Pennsylvania, Delaware, New Jersey, New York and Connecticut where the insect is already present or its presence suspected.

Replying to a letter from Supervisor J. B. Seely of the Helena, Montana national forest, C. O. Hansen of Boulder has written to the supervisor that he will assist people in getting seedlings of Douglas fir from the Helena forest nursery, nine miles northeast of Boulder. The seedlings, of which there are several hundred thousand at the nursery, will be given away by the forest free of charge, as there is no money with which to transplant them. The trees are four years old.

Hale G. Tennent, of Sodas, one of the most prominent fruit growers in Michigan and president of the St. Joseph Fruit Growers association has resigned the presidency to accept an appointment as field agent in marketing, conferred upon him entirely unsolicited by the State Department of Agriculture and the Federal Department of Agriculture. In his new office, the Sodas man will work under the joint direction of the United States and Michigan governments in a position which calls for much experience and capability. F. L. Bradford of Fair Plain, is now at the head of the association.

Owing to introduction of many tractors, Harrisburg, Linn County, Oregon, is offering large numbers of draft horses for sale.

Every employee of the Princeton Nurseries, Princeton, N. J., subscribed for a Liberty Bond, third issue—a 100 per cent record. To any needing aid, the company advanced the money, the employee getting the interest.

Exports of nursery stock to the United States from Rotterdam, Holland, last year were valued at \$168,380 as against \$893,554 in 1916. Bulbs and flower roots exported in 1917 were valued at \$1,600,466 as against \$1,738,551 in 1916. The latter constituted the largest commodity value exported from that port.

## 42nd Annual Convention AMERICAN ASSOCIATION OF NURSERYMEN

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### TRADE DEVELOPMENT

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President, Major Lloyd C. Stark; Vice-President, J. R. Mayhew, Waxahachie, Tex.; Secretary, Curtis Nye Smith, 19 Congress St., Boston, Mass.; Treasurer, J. W. Hill, Des Moines, Iowa.

William Pitkin, Jr., son of William Pitkin, president of the well-known nursery concern, Chase Brothers Company, Rochester, N. Y., has volunteered his services for Y. M. C. A. work abroad and has been accepted. He is a landscape architect, a member of a firm which has operated in many sections of the country. He will report for duty at Camp Mills, Garden City, N. Y., on June 1st. He expects to be sent to France in the fall.

The annual report on co-operative work superintended by the St. Louis and San Francisco Railroad company in caring for and developing orchard production among the Arkansas and Missouri fruit growers, gives the address, acres yield, cost of cultivation, pruning, fertilizer, spraying, harvesting and packing and the year's profit, etc. The fruit consists of apples, peaches, grapes, etc.

Edward N. Shepard, editor of Better Fruit, Portland, Ore., died April 29th, aged 60 years. Mr. Shepard was the first manager of the Hood River Apple Growers' association, the first co-operative sales organization in the Pacific Northwest, which placed the apple growing industry on a stable and profitable basis.

### American Nurseryman ADVERTISING FORMS CLOSE

For 1st of Month Issue - - On the 27th  
For 15th of Month Issue - - On the 12th

Wrapp Nursery Company, Des Moines, Ia., has been given a judgment in district court for \$642 against Dana C. Day for shrubbery furnished Day for his new home.

The federal government regards newspapers and periodicals as essential industries and has placed such publishing plants on the preferred list to receive fuel.

The Iowa Horticultural Society will offer \$2,500 in prizes, including \$1,000 for fruits, \$250 for junior garden club workers, \$250 for food preservation, and \$500 for flowers and plants at the midwest horticultural exposition in November.

Z. T. Canady of the Howell Nursery, Knoxville, Tenn., has been supervising the planting of shrubbery and the improvement of the postoffice building site at LaSalle, Ill.

Bananas and pineapples will be the only fruits brought here from the West Indies by steamship under the new import embargo. Grapefruit is on the restricted list. Officers of an American steamship from Cuba said that the growers of grapefruit will be hard hit by the ban on it.

According to E. LeRoy Pelletier, of Detroit, advertising counsel and a preacher of the gospel of business optimism, the country has passed for the most part the reorganization stage and is entering on an era of prosperity and accomplishment. In this he is giving the views of Secretary of the Treasury McAdoo.

None of the native trees grows to such an age as the old-fashioned yew. Yew trees exist now that are known to be over 2000 years old. Oaks run the yew closely in the race for age, and several have lived 1500 years, it is claimed. Chestnuts reach the age of 300 occasionally, and elms, which are not particularly long-lived as trees go, may see 300 years before they die.

E. J. Baxter, Nauvoo, Ill., says that raspberries and blackberries will be light crops. Raspberries were almost all winter killed. Strawberries passed through the winter all right and promise well. There will be no apricots. Pear trees will have about one-half the bloom they usually have. Grapevines that are not injured by the grape root worm are in healthy condition.

"Advertising the apple, without any doubt in the editor's mind, was the big factor in helping to dispose of the largest crop the northwest ever produced, at better prices than received for some years. Therefore the editor urges every organization to begin for an advertising campaign. In order to do so it will be necessary to tax growers the small sum of two to five cents per box, which they can well afford, as they get much more back than they contribute, through increased prices."—Better Fruit.

Arthur J. Farley, N. Y. Exp. Sta., says: "There is every reason to believe that lime and sulphur applied in the form of a fine dust will control peach scab fully as well as any of the liquid preparations now in use. Its chief value as far as the commercial peach grower is concerned appears to be the fact that large numbers of trees can be covered in a minimum amount of time, thus assuring protection against scab. This should be a very important consideration for the commercial grower who has a large number of trees to cover during a limited period in which other kinds of work on the farm or in the orchard demand immediate attention."